

Message Text

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ORIGIN NEA-04

INFO OCT-01 ADP-00 /005 R

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DRAFTED BY: NEA/ARP:FMDICKMAN:BDF

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R 131616Z AUG 73

FM SECSTATE WASHDC

TO AMEMBASSY JIDDA

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FOLLOWING SENT SECSTATE INFO BEIRUT, KUWAIT FROM ABU DHABI
ON AUG 11, RPTD TO YOU:

QUOTE

LIMITED OFFICIAL USE ABU DHABI 1117

BEIRUT FOR DWOR

EO 11652: NA

TAGS: BEXP, MASS, TC, US

SUBJ: SALE OF TWO C-130H'S TO ABU DHABI MINISTRY OF DEFENSE

1. LOCKHEED REP WALKER HAS INFORMED EMB THAT SHAIKH KHALIFA BIN ZAYID, CROWN PRINCE, PM AND MINDEF OF ABU DHABI GOVT (ADG) SIGNED CONTRACT AUG 8 FOR COMMERCIAL PURCHASE TWO RPT TWO C-130H TRANSPORT AIRCRAFT. VALUE THIS SALE IS DOLS 15 MIL. WHICH INCLUDES DOLS 5 MILL FOR EACH AIRCRAFT AND INCREMENT FOR SPARES, TRAINING AND SUPPORT. WALKER ESTIMATES SALE WILL GENERATE DOLS 300,000 ANNUALLY FOR REPLENISHMENT SPARES, ETC.

2. SUPPORT PORTION OF CONTRACT CALLS FOR STATIONING LOCKHEED PERSONNEL (12-15 PERSONS) AT ABU DHABI FOR ONE YEAR PERIOD BEGINNING ABOUT EARLY 1975 WHEN AIRCRAFT SCHEDULED FOR DELIVERY.

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WALKER SAID LOCKHEED WOULD BE INTERESTED IN EXPLORING DURING

FORTHCOMING CONTACTS WITH MINY CHARGE'S SUGGESTION THAT LOCKHEED
OFFER SERVICES FOR OVER-ALL MAINTENANCE MINY AIRCRAFT, ONCE
CONTRACT NOW HELD BY AIRWORKS OF U.K. IS UP FOR RENEWAL.

3. INITIAL PAYMENT 10 RPT 10 PERCENT CONTRACT (APPROX DOLS
1.5 MILL) DUE WITHIN 30 DAYS. WALKER HAS BEEN IN TOUCH WITH
LOCAL MGR FIRST NATIONAL CITY BANK RE OPPORTUNITY FOR HANDLING
TRANSFER, BUT FINAL DECISION ON INSTITUTION NATURALLY UP TO
MINY.

4. WALKER WILL BE RETURNING IN SEVERAL WEEKS AT WHICH TIME LOCK-
HEED HAS BEEN ASKED PRESENT PROPOSAL FOR ADDITIONAL AIRCRAFT
FITTED WITH REMOVABLE FUEL TANKS TO SERVE AS TANKER FOR REFUELING
MIRAGES WHICH MINY EXPECTING RECEIVE LATER THIS YEAR.,
THOUGH SOME PROBLEMS MAY ARISE RE EQUIPMENT FOR MATING FRENCH-
MADE AIRCRAFT WITH C-130 TANKER, WALKER DOES NOT EXPECT THESE
TO BE GREAT AND ESTIMATES ADG COULD USE TWO ADDITIONAL C-130S.
HOWELL
UNQUOTE ROGERS

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